

EX PARTE OR LATE FILED

ORIGINAL

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February 23, 1999

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FEB 23 1999

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

**VIA HAND DELIVERY**

Ms. Magalie Roman Salas  
Secretary  
Federal Communications Commission  
445 Twelfth Street, S.W.  
TW-A325  
Washington, D.C. 20554

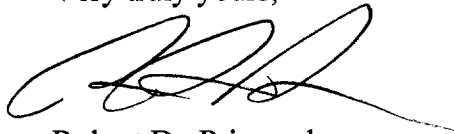
Re: *In the Matter of AT&T Corporation and  
Tele-Communications, Inc. - CS Docket No. 98-178*  
NOTICE OF EX PARTE COMMUNICATION

Dear Ms. Salas:

On February 16, 1999, undersigned counsel and Paul J. Sinderbrand, Esq., along with George Blumenthal and Christopher A. Holt, Chief Executive Officer and Assistant General Counsel of CoreComm Limited, respectively (hereinafter referred to collectively as "CoreComm") met with James Casserly, Commissioner Susan Ness, to discuss issues raised in CoreComm's reply comments in the above-referenced proceeding. On February 22, CoreComm, by its counsel, submitted its "Notice of *Ex Parte* Communication" with respect to that meeting. Attached hereto for association with that filing is a copy of a handout that was distributed at the meeting and which relates to CoreComm's commonly-controlled affiliate, NTL, Inc.

Should there be any questions concerning this matter, please contact the undersigned.

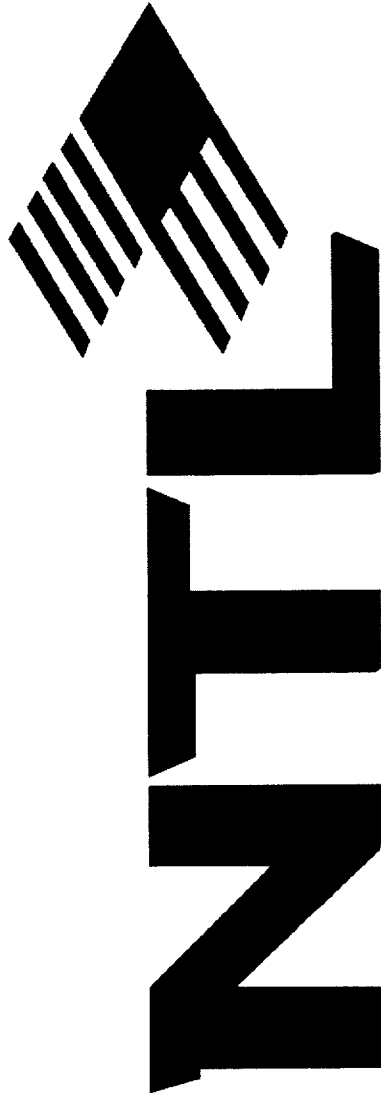
Very truly yours,



Robert D. Primosch  
Counsel for CoreComm Limited

Enclosure

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**National Transcommunications Limited**

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**FEB 23 1999**

**FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY**

# Liberty / Fox Networks

- Broadcast rights to 71 out of 75 NBA, NHL and MLB professional sports games
- Ownership of 22 regional sports networks
- Ownership of Los Angeles Dodgers, LA Lakers and LA Kings
- Ownership of New York Knicks and New York Rangers
- Ownership of Madison Square Garden and Radio City Music Hall

# **NTL: Leading the UK Communications Revolution**

- Founded in 1991 with \$25 million in capital
- Nationwide SDH fiber-optic based ATM network
- Duct capacity up to 2300 fibers
- At 12/31/98 third largest new entrant in local loop in the world with 1 million residential customers
- More than 150,000 route miles of hybrid fiber/copper/coax in the ground
- Network investment in excess of \$5,000,000,000



# Pro Forma NTL

	<u>Operating Statistics</u>	
	<u>ProForma*</u>	<u>Current</u>
	<u>NTL</u>	<u>NTL</u>
Franchise homes	5,182,000	2,090,000
Res. Telephony subs/lines	979,200	409,100
CATV Subscribers	812,800	414,300
Business Lines	118,000	44,000
Business Subscribers	29,000	11,300
Annualized Q3 Revenues	\$1,130M	\$730M
Annualized Q3 EBITDA	\$123M	\$63M
PP&E	\$4.9B	\$3.5B

\*Comcast, ComTel, Diamond

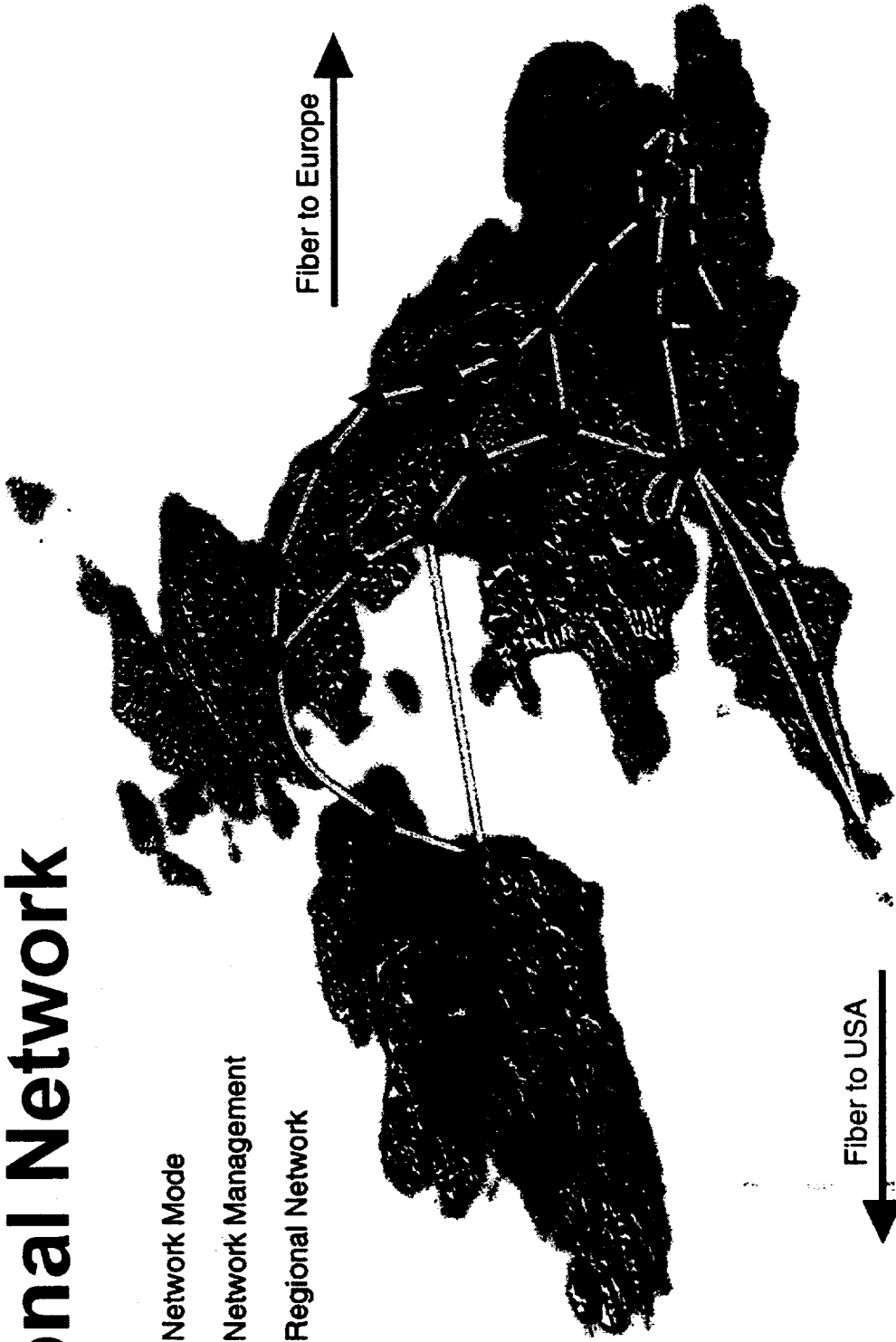


# Telecom Facts- Countries Ranked by Population

	<u>Population</u>
Netherlands	15.5mm
NTL	13.0mm
Portugal	9.7mm
Switzerland	7.1mm
Denmark	5.3mm
Finland	5.1mm
Norway	4.4mm

# National Network

- ◆ Network Mode
- ▲ Network Management
- Regional Network



# Regional Network

NTL  
National  
Fiber  
Network



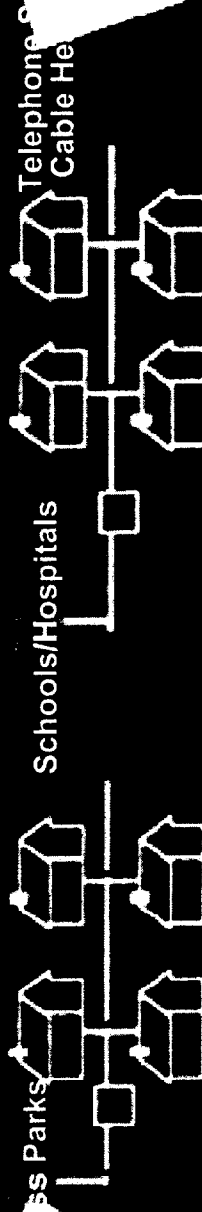
Fiber Ring



City Center

Industrial Areas

CableTel



■ Node – 600 Homes

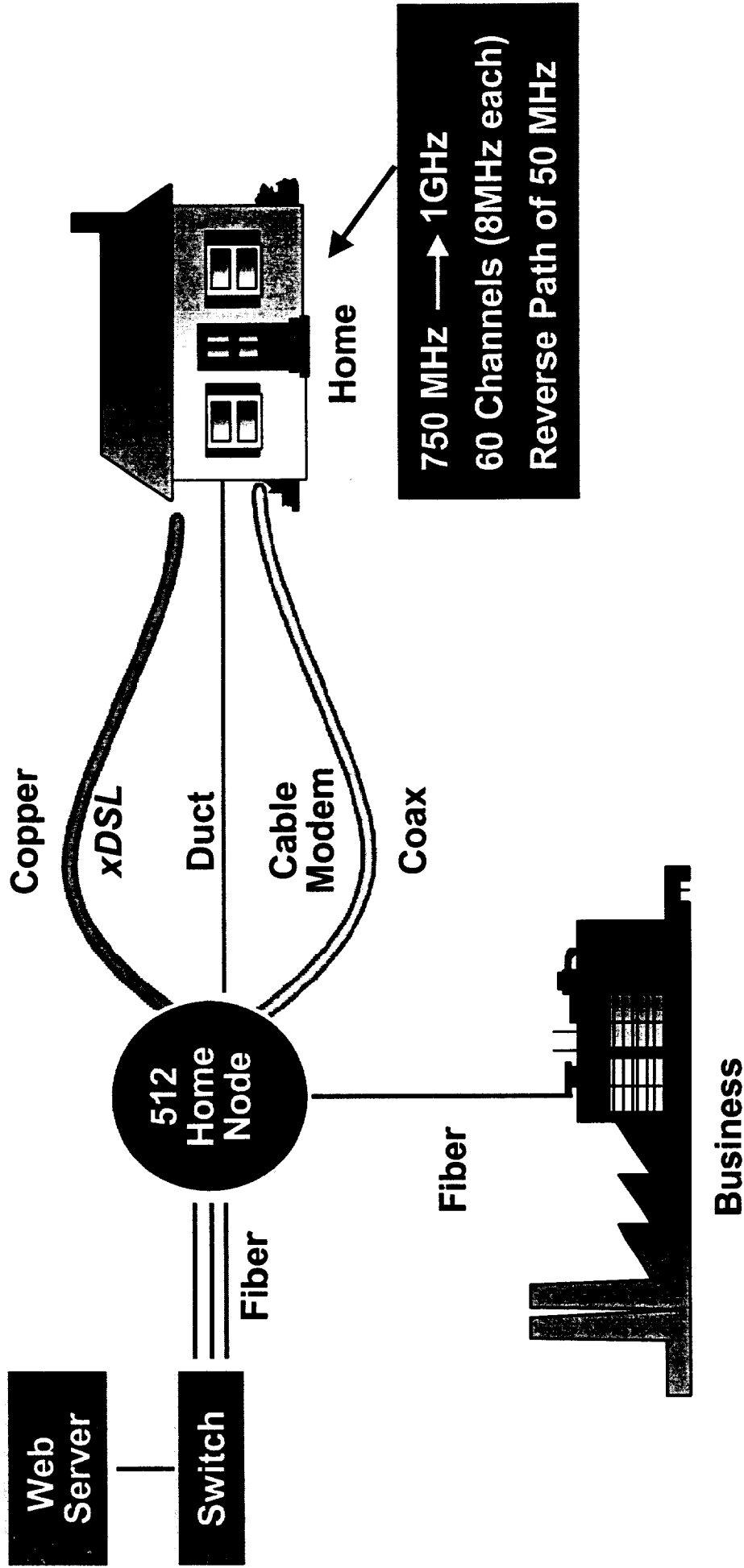
■ Distribution Point – 60 Homes

— Fiber

--- Coax/Copper



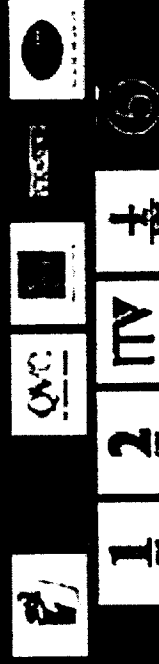
# Local Network



# 1996 Offer

For £8.87  
BT lets you talk.

For £8.87  
we give you something  
to talk about.



1 2 TV £ (5)



Cable/Net

The telephone company isn't a monopoly

01502 610 700



# 1998 Offer

	<u>NTL</u>
Price per month:	\$15
Box Purchase:	\$ 0
TV Channels:	Over air +7 channels
Phone:	Included
Internet:	Included / \$7.75
2nd Phone Line:	Included / \$7.75



# **CATV Choices**

## **✓ Basic Cable**

**6 Channels for free with telephone service**

**5 Channels for \$7.50**

**20 Channels for \$14.00**

**30 Channels for \$18.00**

## **✓ Pay per View**

## **✓ Premium Channels**

## **✓ Internet Access**



# NTL Current Local Service Results

	<u>9/30/98</u>	<u>12/31/96</u>	<u>12/31/95</u>
Homes Marketed	1,020,000	467,300	176,200
Total RGUs	823,400	302,000	102,300
Total Telephone	409,100	149,750	51,000
Total CATV	414,300	152,250	51,250
Customer Penetration	42%	36%	33%
RGU Penetration	81%	65%	58%
Telephone Penetration	40%	32%	29%
CATV Penetration	41%	33%	29%
Annualized Churn	14%	10%	N/A

# NTL Incremental Results

	<b>LTM</b>	<b>Sept</b>	<b>Sept</b>
	<b><u>Incremental</u></b>	<b><u>1998</u></b>	<b><u>1997</u></b>
	<b><u>Penetration</u></b>		
Homes Marketed		1,020,000	746,700
Total Customers		429,600	286,600
-Penetration	52%	42%	38%
Telephone		409,100	268,000
-Penetration	52%	40%	36%
CATV		414,300	271,700
-Penetration	52%	41%	36%
Annualized Churn		14%	10%



# **BSkyB**

*Net Additions*

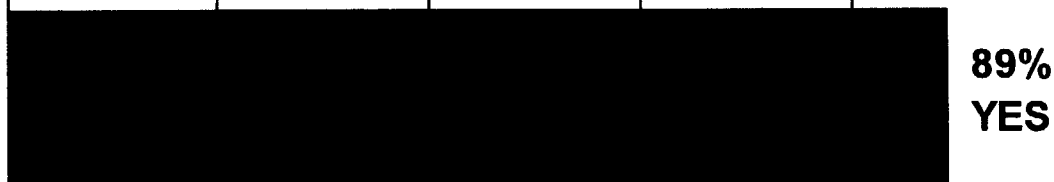
<u><b>LTM</b></u>	<b>DTH</b> <u><b>Net Adds</b></u>
3Q98	(143,000)
6/30/98	16,000
6/30/97	285,000
6/30/96	354,000
6/30/95	352,000

Source: BSkyB

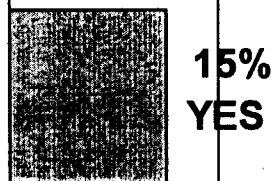


# Satisfied Customers

**Would you recommend  
NTL to your friends and  
relatives?**



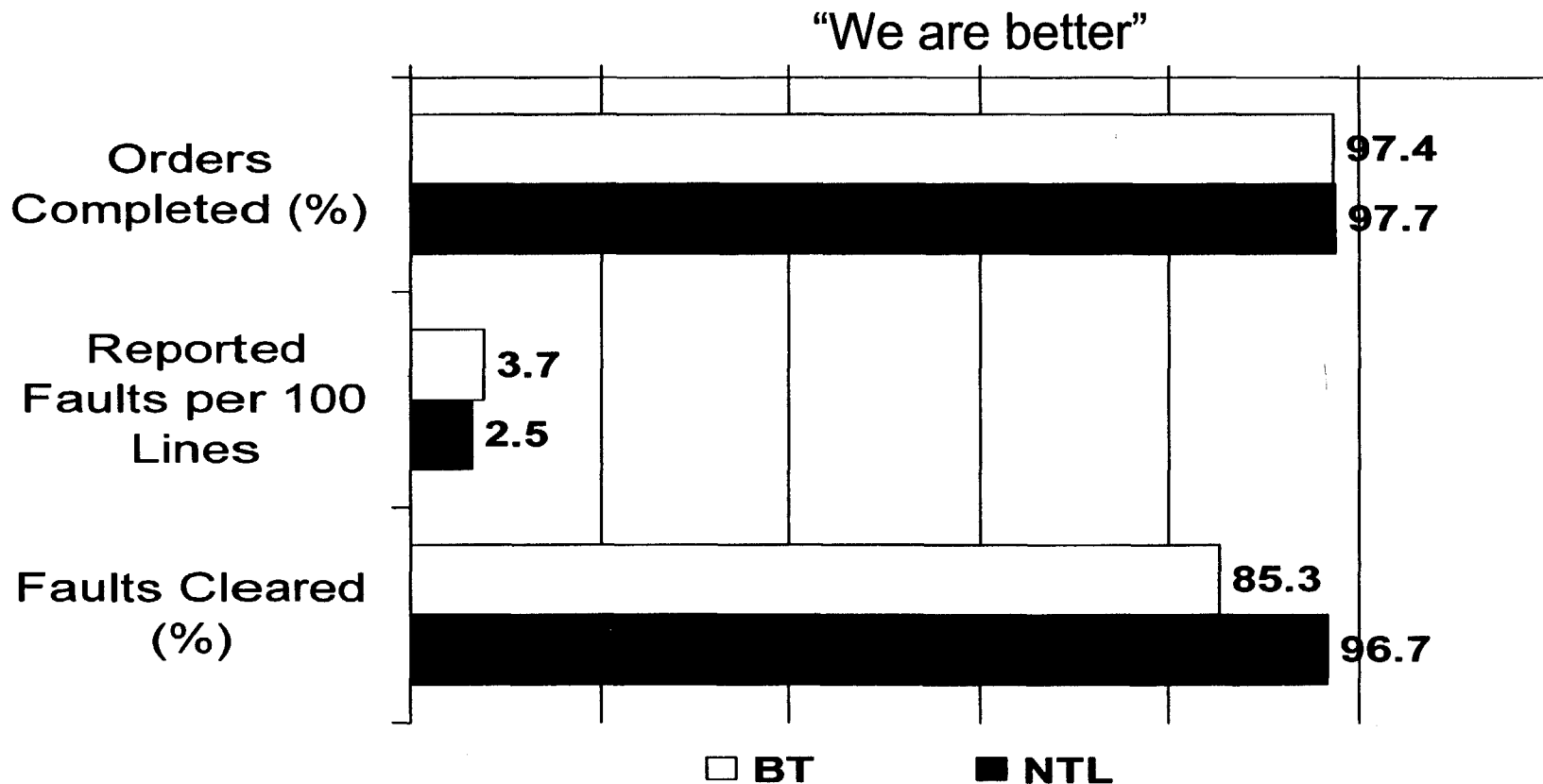
**Have you ever  
considered changing  
back to BT?**



# OFTEL 1998

## Comparable Performance Indicators

*Residential Customers*

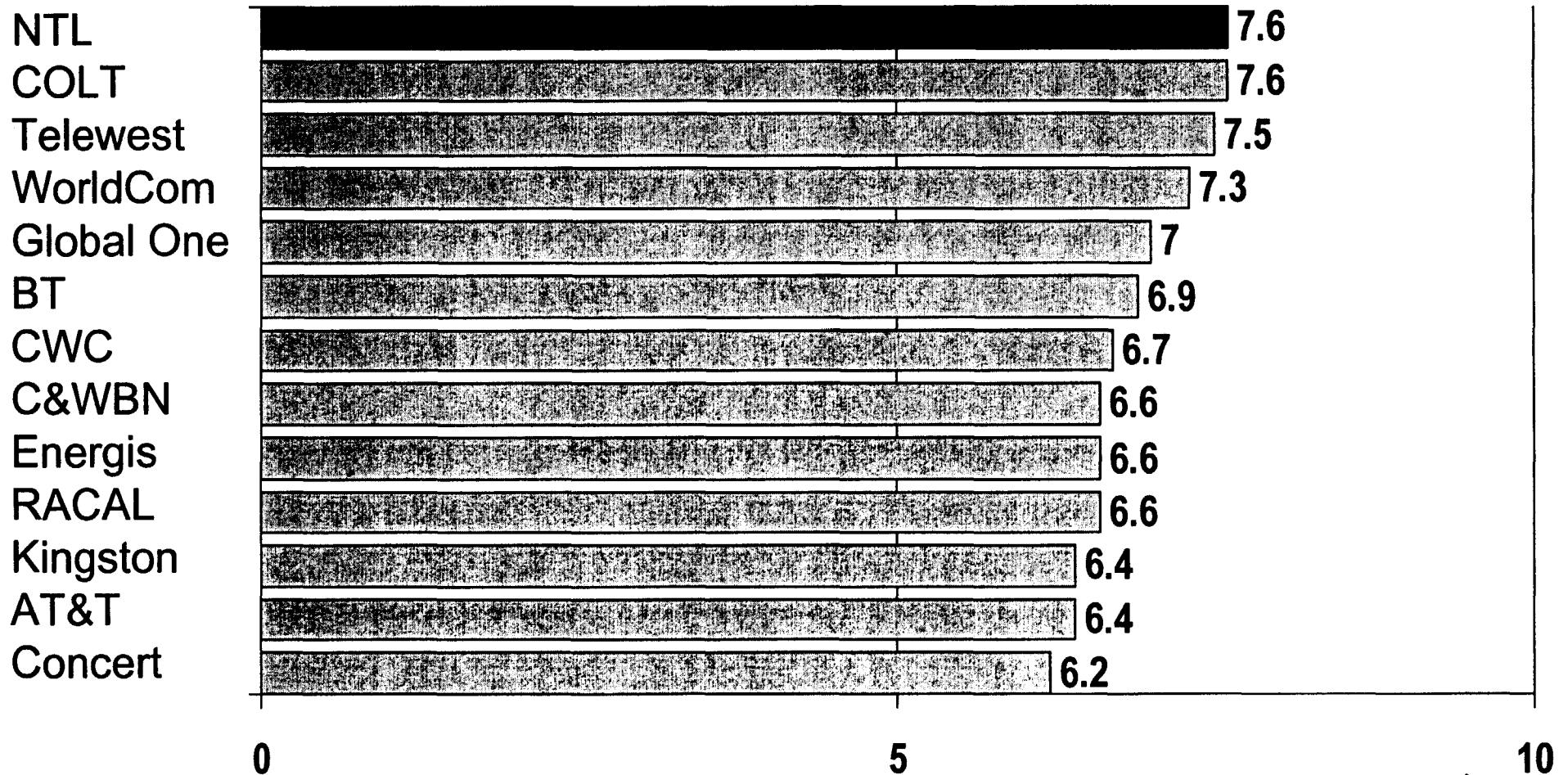


Source:  
BT - DTI/OFTEL  
NTL - Cabletel (UK) audit  
As of June 30, 1998



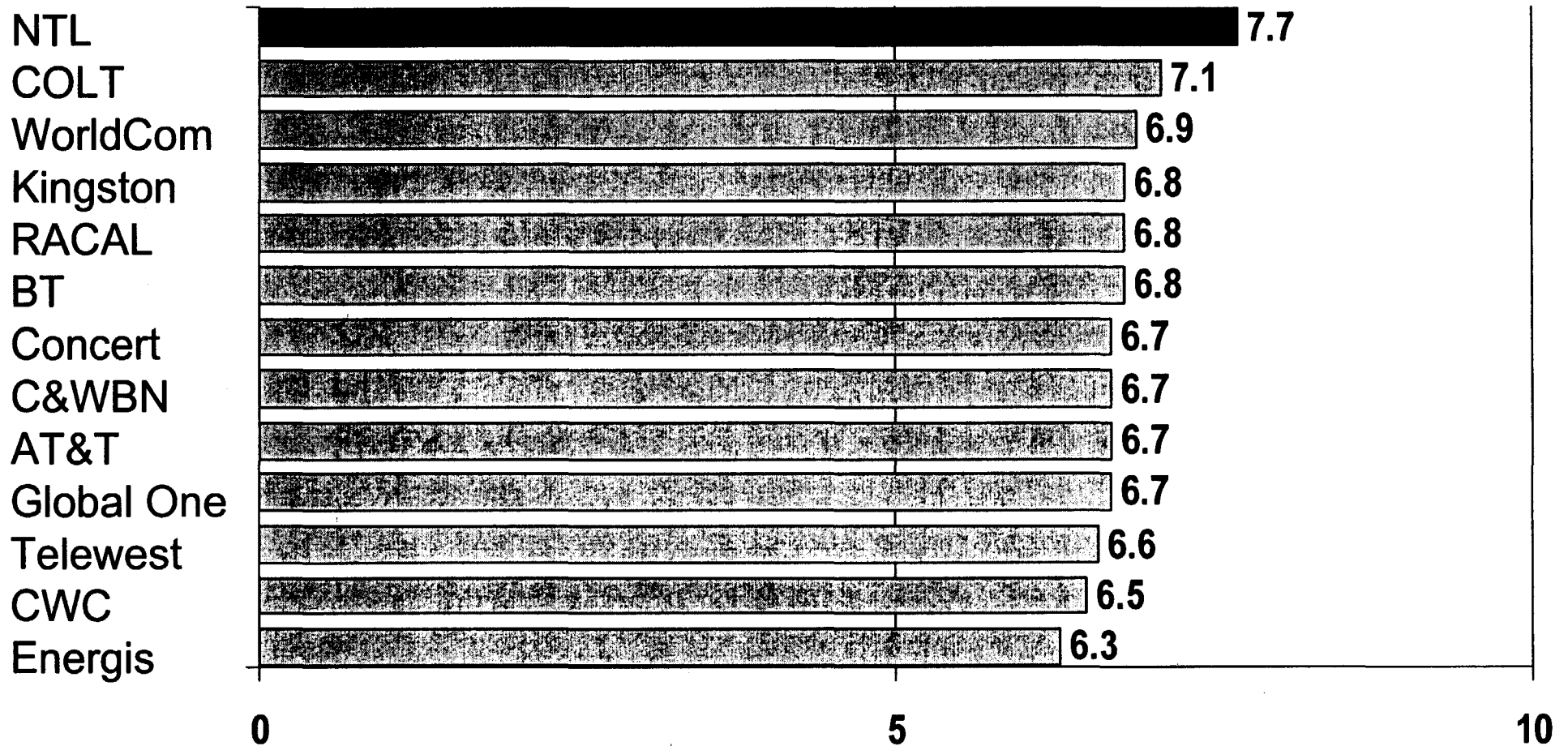
# Morgan Stanley Dean Witter Research\*

## Overall Satisfaction



\* March 30, 1998

# Morgan Stanley Dean Witter Research\* Customer Service



\* March 30, 1998



# History of Cellular Communications Inc.

- Original applicant for cellular licenses in 1982
- Early financing- Rockefeller family & Capital Cities Broadcasting
- In Comparative Hearing Process awarded licenses to Cincinnati and Cleveland
- 1986 - invested & implemented first “one rate” system in Ohio/Michigan
  - no roaming, no long distance
- Lowest cellular churn rate (1.4% per month)
- Provided multiple choices to customers through 2000 service packages

